



U.S. Small Business  
Administration

# NEWS RELEASE

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## PRESS OFFICE

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## **SBA Announces FY 2018 State Trade Expansion Program (STEP) Awards**

*SBA Awards \$18 Million to Expand Small Business Exporting*

**WASHINGTON** – The U.S. Small Business Administration announced that \$18 million in funding has been awarded to 47 State international trade agencies through SBA's competitive State Trade Expansion Program (STEP), to support export growth among U.S. small businesses.

STEP is designed to meet three distinctive goals: to increase the number of small businesses that export, to increase the value of exports for small businesses, and to increase the number of small businesses that explore significant new trade opportunities. Expanding the base of small business exporters and making the process as easy as possible is a key component of the Administration's small business strategy.

"The SBA is committed to ensuring equal access for small businesses to international markets and expanding export opportunities, and ensuring small businesses have the resources they need to drive their businesses and local communities forward," said SBA Administrator Linda McMahon. "The STEP awards are an important resource that provide small businesses with the confidence and funding they need to thrive in this competitive international market."

Since the beginning of the STEP program seven years ago, approximately \$138 million in grants have been awarded to fund export opportunities and increase the footprint of small businesses in countries all over the world.

The 2018 STEP awards will allow states to assist small businesses with the information and tools they need to succeed in export-related activities that are in line with the objectives of the program. These objectives include participation in foreign trade missions, foreign market sales trips, services provided by the U.S. Department of Commerce, as well as design of international marketing campaigns, export trade show exhibits, training workshops and more.

STEP awards are managed and provided at the local level by state government organizations. The program is managed at the national level by the U.S. Small Business Administration's Office of International Trade.



STATE TRADE EXPANSION PROGRAM (STEP)  
FY 2018 (Year7) Awardees

#	State	Office Information	Primary Point of Contact	Federal Award	Match	Total Project
1	Alabama	<b>Alabama Department Of Commerce</b> 401 Adams Avenue, Suite 630 Montgomery, Alabama 36130 <a href="http://www.madeinalabama.com/divisions/business-development/international-trade/">http://www.madeinalabama.com/divisions/business-development/international-trade/</a>	<b>Hilda Lockhart</b> STEP Project Director Phone: 334-242-0442 <a href="mailto:hilda.lockhart@commerce.alabama.gov">hilda.lockhart@commerce.alabama.gov</a>	\$151,857	\$50,619	\$202,476
2	Arizona	<b>Arizona Commerce Authority</b> 118 N. 7th Avenue, Suite 400 Phoenix, AZ 85007 <a href="https://azcommerce.com/programs/arizona-step-grant/">https://azcommerce.com/programs/arizona-step-grant/</a>	<b>Kevin J. O'Shea</b> STEP Project Director Phone: 602-845-1217 <a href="mailto:kevin@azcommerce.com">kevin@azcommerce.com</a>	\$300,057	\$100,019	\$400,076
3	Arkansas	<b>World Trade Center Arkansas</b> 3300 South Market Street, Suite 400 Rogers, Arkansas 72758 <a href="http://www.arwtrc.org/STEP">www.arwtrc.org/STEP</a>	<b>Trish Watkins</b> STEP Project Director Phone: 479-418-4827 <a href="mailto:plwatki@uark.edu">plwatki@uark.edu</a>	\$150,000	\$50,000	\$200,000
4	California	<b>Department of Food &amp; Agriculture</b> 1220 N. Street, Suite 400 Sacramento, California 95814 <a href="http://www.californiaexport.org">www.californiaexport.org</a>	<b>Jeffrey A. Williamson</b> STEP Project Director Phone: 909-556-6639 <a href="mailto:jeff.williamson@rcdd.edu">jeff.williamson@rcdd.edu</a>	\$650,000	\$349,999	\$999,999
5	Commonwealth of Northern Marianas	<b>CNMI Department of Commerce</b> P.O. Box 5795 CHRB Saipan, MP 96950 <a href="http://www.commerce.gov.mp">www.commerce.gov.mp</a>	<b>Mark Rabauliman</b> STEP Project Director Phone: (670) 664-3077 <a href="mailto:secretary@commerce.gov.mp">secretary@commerce.gov.mp</a>	\$150,000	\$0	\$150,000
6	Colorado	<b>Colorado Office of Economic Development and International Trade</b> 1625 Broadway St. Suite 2700 Denver, CO 80202 <a href="http://choosecolorado.com">http://choosecolorado.com</a>	<b>Laura Brindle</b> STEP Project Director Phone: 303-892-3858 <a href="mailto:laura.brindle@state.co.us">laura.brindle@state.co.us</a>	\$324,804	\$108,268	\$433,072
7	Connecticut	<b>Department of Economic and Community Development</b> 450 Columbus Boulevard, Suite 5 Hartford, Connecticut USA 06103 <a href="http://www.decd.org">www.decd.org</a>	<b>Ms. Laura Jaworski</b> STEP Project Director Phone: 1 860-270-8068 <a href="mailto:laura.jaworski@ct.gov">laura.jaworski@ct.gov</a>	\$300,000	\$100,000	\$400,000
8	Delaware	<b>Division of Corporate and International Development</b> 820 N. French Street Wilmington, DE 19801 <a href="http://global.delaware.gov/expand/strategies-growth/access-to-capital.shtml">http://global.delaware.gov/expand/strategies-growth/access-to-capital.shtml</a>	<b>David Mathe</b> STEP Project Director Phone: 302-577-8467 <a href="mailto:david.mathe@state.de.us">david.mathe@state.de.us</a>	\$268,096	\$89,365	\$357,461



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9	Guam	<b>Guam Economic Development Authority</b> 590 S. Marine Corps Drive, Suite 511, ITC Building Tamuning, Guam 96913 <a href="http://www.investguam.com">www.investguam.com</a>	<b>Matthew Baza</b> STEP Project Director Phone: (671) 647-4332 <a href="mailto:mbaza@investguam.com">mbaza@investguam.com</a>	\$150,000	\$0	\$150,000
10	Hawaii	<b>Department of Business, Economic Development and Tourism</b> 250 S. Hotel Street, 5th Floor Honolulu, HI 96813 <a href="http://invest.hawaii.gov/exporting/histep/">http://invest.hawaii.gov/exporting/histep/</a>	<b>Jamie Lumm</b> STEP Project Director Phone: (808) 587-2753 <a href="mailto:jamie.k.lum@hawaii.gov">jamie.k.lum@hawaii.gov</a>	\$450,000	\$150,000	\$600,000
11	Idaho	<b>Idaho Department of Commerce</b> 700 W State Street P.O. Box 83720 Boise, Idaho 83720 <a href="http://commerce.idaho.gov/idahe-business/international-trade/step-grant">http://commerce.idaho.gov/idahe-business/international-trade/step-grant</a>	<b>Tina Salisbury</b> STEP Project Director Phone: 208-287-3164 <a href="mailto:Tina.Salisbury@commerce.idaho.gov">Tina.Salisbury@commerce.idaho.gov</a>	\$600,000	\$200,000	\$800,000
12	Illinois	<b>Illinois Department of Commerce and Economic Opportunity</b> Office of Trade and Investment 100 W. Randolph, Suite 3-400 Chicago, Illinois 60601 <a href="http://www.exports.illinois.gov">www.exports.illinois.gov</a>	<b>Margo Markopoulos</b> STEP Project Director Phone: 312-814-3116 <a href="mailto:margo.markopoulos@illinois.gov">margo.markopoulos@illinois.gov</a>	\$700,000	\$233,333	\$933,333



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13	Iowa	<b>Iowa Economic Development Authority (IEDA)</b> 200 East Grand Avenue Des Moines, IA 50309 <a href="http://www.iowaeconomicdevelopment.com">www.iowaeconomicdevelopment.com</a>	<b>Lisa Longman</b> STEP Project Director Phone: (515) 348-6243 <a href="mailto:lisa.longman@iowaeda.com">lisa.longman@iowaeda.com</a>	\$200,000	\$66,667	\$266,667
14	Kansas	<b>Kansas Department of Commerce</b> 1000 SW Jackson Avenue, St#100 Topeka, KS 66612 <a href="http://www.kansascommerce.com/STEP">www.kansascommerce.com/STEP</a>	<b>Chang Lu</b> STEP Project Director Phone: 913- 307-7378 <a href="mailto:chang.lu@ks.gov">chang.lu@ks.gov</a>	\$200,000	\$66,667	\$266,667
15	Kentucky	<b>Kentucky Cabinet for Economic Development</b> Old Capitol Annex 300 West Broadway Frankfort, Kentucky 40601 <a href="http://kyexports.com/STEP-grants.aspx">http://kyexports.com/STEP-grants.aspx</a>	<b>Darlene Barber</b> STEP Project Director Phone: 502-782-1940 <a href="mailto:Darlene.Barber@ky.gov">Darlene.Barber@ky.gov</a>	\$400,000	\$133,333	\$533,333
16	Louisiana	<b>Louisiana Department of Economic Development</b> 1051 North Third Street Baton Rouge, Louisiana 70802 <a href="http://opportunitylouisiana.com">http://opportunitylouisiana.com</a>	<b>Jessica L. Steverson</b> STEP Project Director Phone: 225-342-2537 <a href="mailto:jessica.l.steverson@la.gov">jessica.l.steverson@la.gov</a>	\$200,000	\$66,667	\$266,667
17	Maine	<b>Maine International Trade Center</b> 2 Portland Fish Pier, Suite 204 Portland, Maine 04101 <a href="http://www.mitc.com/how-we-help/grants/">www.mitc.com/how-we-help/grants/</a>	<b>Wade Merritt</b> STEP Project Director Phone: (207) 541-7408 <a href="mailto:merritt@mitc.com">merritt@mitc.com</a>	\$344,500	\$114,833	\$459,333
18	Maryland	<b>Maryland Department of Commerce</b> 401 East Pratt Street Baltimore, Maryland 21202 <a href="http://commerce.maryland.gov/grow/expand-to-international-markets">http://commerce.maryland.gov/grow/expand-to-international-markets</a>	<b>Signe Pringle</b> STEP Project Director Phone: 410-767-3542 <a href="mailto:signe.pringle@maryland.gov">signe.pringle@maryland.gov</a>	\$550,000	\$183,333	\$733,333
19	Massachusetts	<b>Commonwealth of Massachusetts</b> Executive Office of Housing & Economic Development Office of International Trade & Investment 10 Park Plaza, Suite 3730 Boston, MA 02116 <a href="http://www.mass.gov/MOITI">www.mass.gov/MOITI</a>	<b>Mark Sullivan</b> STEP Project Director Phone: 617-973-8543 <a href="mailto:mark.f.sullivan@state.ma.us">mark.f.sullivan@state.ma.us</a>	\$500,000	\$166,667	\$666,667
20	Michigan	<b>Michigan Strategic Fund</b> 300 North Washington Square Lansing, MI 48933 <a href="http://www.michiganbusiness.org/grow/international-trade-services/#step">http://www.michiganbusiness.org/grow/international-trade-services/#step</a>	<b>Natalie Chmiko</b> STEP Project Director Phone 517.335.2854 <a href="mailto:chmikon@michigan.org">chmikon@michigan.org</a>	\$800,000	\$266,666	\$1,066,666



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21	Minnesota	<b>Minnesota Department of Employment &amp; Economic Development</b> 332 Minnesota Street, Suite E200 St. Paul, Minnesota 55101 <a href="https://mn.gov/deed/business/exporting/export-financing/">https://mn.gov/deed/business/exporting/export-financing/</a>	<b>Gabrielle Gerbaud</b> STEP Project Director Phone: 651-259-7489 <a href="mailto:gabrielle.gerbaud@state.mn.us">gabrielle.gerbaud@state.mn.us</a>	\$144,750	\$48,250	\$193,000
22	Mississippi	<b>Mississippi Development Authority</b> P.O BOX 849 Jackson, MS 39202 <a href="https://www.mississippi.org/home-page/our-advantages/incentives/state-trade-export-programs/">https://www.mississippi.org/home-page/our-advantages/incentives/state-trade-export-programs/</a>	<b>Rose Boxx</b> STEP Project Director Phone: 601 359-3045 <a href="mailto:rboxx@mississippi.org">rboxx@mississippi.org</a>	\$540,000	\$180,000	\$720,000



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23	Missouri	<b>Missouri Department of Economic Development</b> Business & Community Services Harry S. Truman Building, Room 720 301 W. High Street Jefferson City, Missouri 65101 <a href="http://www.exportmissouri.mo.gov">http://www.exportmissouri.mo.gov</a>	<b>Ann Pardalos</b> STEP Director Phone: 573-751-6605 <a href="mailto:ann.pardalos@ded.mo.gov">ann.pardalos@ded.mo.gov</a>	\$350,000	\$116,667	\$466,667
24	Montana	<b>Montana Department of Commerce</b> Department of Commerce 301 S. Park Ave. Helena, MT 59620 <a href="http://businessresources.mt.gov/IMMAP">http://businessresources.mt.gov/IMMAP</a>	<b>Angelyn DeYoung</b> STEP Project Director Phone: 406-841-2783 <a href="mailto:adeyoung@mt.gov">adeyoung@mt.gov</a>	\$325,000	\$108,333	\$433,333
25	Nebraska	<b>Nebraska Department of Economic Development</b> 301 Centennial Mall South PO Box 94666 Lincoln, NE 68509 <a href="http://www.opportunity.nebraska.gov">http://www.opportunity.nebraska.gov</a>	<b>Susan R. Rouch</b> STEP Project Director Phone: 402-471-4668 <a href="mailto:Susan.Rouch@nebraska.gov">Susan.Rouch@nebraska.gov</a>	\$500,000	\$166,667	\$666,667
26	Nevada	<b>Nevada Governor's Office of Economic Development (GOED)</b> 555 E. Washington Ave., Suite 5400 Las Vegas, NV 89101 <a href="http://www.diversifynevada.com/selecting-nevada/global/step-grant">http://www.diversifynevada.com/selecting-nevada/global/step-grant</a>	<b>Gina Rodriguez</b> Interim STEP Project Director Phone: 702-486-0587 <a href="mailto:grodriguez@Diversifynevada.com">grodriguez@Diversifynevada.com</a>	\$150,000	\$50,000	\$200,000
27	New Hampshire	<b>Department of Resources and Economic Development/Office of International Commerce</b> 172 Pembroke Road Concord, NH 03301 <a href="https://nhexportassistance.com/export-promotion-grants/step-grant/">https://nhexportassistance.com/export-promotion-grants/step-grant/</a>	<b>Tina Kasim</b> STEP Project Director Phone: 603-271-8444 <a href="mailto:Tina.Kasim@dred.nh.gov">Tina.Kasim@dred.nh.gov</a>	\$250,000	\$83,333	\$333,333
28	New Jersey	<b>New Jersey Business Action Center</b> 225 West State Street P.O. Box 820 Trenton, NJ 08625-0820 <a href="http://www.njstep.nj.gov">http://www.njstep.nj.gov</a>	<b>Eddy Mayen</b> STEP Director Phone: 609-633-1182 <a href="mailto:eddy.mayen@sos.nj.gov">eddy.mayen@sos.nj.gov</a>	\$700,000	\$233,333	\$933,333
29	New Mexico	<b>New Mexico Economic Development Department</b> 1100 St. Francis Drive Santa Fe New Mexico 87505 <a href="http://gonm.biz/business-resource-center/edd-programs-for-business/international-trade/">http://gonm.biz/business-resource-center/edd-programs-for-business/international-trade/</a>	<b>Edward R. Herrera</b> STEP Project Director Phone: 505-827-0315 <a href="mailto:Edward.Herrera@state.nm.gov">Edward.Herrera@state.nm.gov</a>	\$200,000	\$66,667	\$266,667



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FY 2018 (Year7) Awardees

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30	New York	<b>Empire State Development</b>	<b>Lennox Ruiz</b>	\$700,000	\$233,333	\$933,333
		633 Third Avenue, 36th Floor	STEP Project Director			
		New York, NY 10017	Phone: 212-803-2344			
		<a href="http://esd.ny.gov/International/STEP_NYS.html">http://esd.ny.gov/International/STEP_NYS.html</a>	<a href="mailto:lennox.ruiz@esd.ny.gov">lennox.ruiz@esd.ny.gov</a>			
31	North Carolina	<b>Economic Development Partnership of North Carolina</b>	<b>Mike Hubbard</b>	\$700,000	\$233,333	\$933,333
		Global Business Services,	STEP Project Director			
		15000 Weston Parkway	Phone: 919-447-7751			
		Cary, NC 27513	<a href="mailto:Mike.hubbard@edpnc.com">Mike.hubbard@edpnc.com</a>			
		<a href="https://www.nccommerce.com/trade/export-resources/step-program">https://www.nccommerce.com/trade/export-resources/step-program</a>				
32	North Dakota	<b>North Dakota Trade Office</b>	<b>Simon Wilsom</b>	\$247,614	\$82,538	\$330,152
		811 2nd Avenue, N, Suite 284	STEP Project Director			
		Fargo, ND 58108	Phone: 701-231-1159			
		<a href="http://ndto.com/step-nd/">http://ndto.com/step-nd/</a>	<a href="mailto:simon@ndto.com">simon@ndto.com</a>			
33	Ohio	<b>Ohio Development Services Agency</b>	<b>Thien Bui</b>	\$700,000	\$233,333	\$933,333
		<b>77 South High Street, 28<sup>th</sup> Floor</b>	<b>STEP Project Director</b>			
		Columbus, Ohio 43216	Phone: (614) 466-4996			
		<a href="http://www.IMAGE.development.ohio.gov">www.IMAGE.development.ohio.gov</a>	<a href="mailto:thien.bui@development.ohio.gov">thien.bui@development.ohio.gov</a>			
34	Oregon	<b>Oregon Business Development Department</b>	<b>Amanda Welker</b>	\$562,500	\$187,500	\$750,000
		775 Summer ST NE, Suite 200	STEP Project Director			
		Salem, OR 97301	Phone: 503-229-6063			
		<a href="http://www.oregon4biz.com/Global-Connections/Export-Promotion/">www.oregon4biz.com/Global-Connections/Export-Promotion/</a>	<a href="mailto:amanda.welker@oregon.gov">amanda.welker@oregon.gov</a>			
35	Pennsylvania	<b>Pennsylvania Department of Community &amp; Economic Development</b>	<b>Katherine Skopp</b>	\$500,000	\$166,667	\$666,667
		400 North Street, 4th Floor	STEP Project Director			
		Harrisburg, PA 17120-0225	Phone: 717-720-7361			
		<a href="http://www.visitPA.com">www.visitPA.com</a>	<a href="mailto:kskopp@pa.gov">kskopp@pa.gov</a>			
36	Puerto Rico	<b>Puerto Rico Trade &amp; Export Company</b>	<b>Maria R. Batista Santaella</b>	\$300,000	\$100,000	\$400,000
		159 Chardon Avenue	STEP Project Director			
		New San Juan Building	Phone: (787) 294-0101 Ext. 2034			
		San Juan, PR 00919	<a href="mailto:maria.batista@cce.pr.gov">maria.batista@cce.pr.gov</a>			
		<a href="http://www.comercioexportacion.com">http://www.comercioexportacion.com</a>				
37	Rhode Island	<b>John H. Chafee Center for International Business</b>	<b>Linda Woulfe</b>	\$374,002	\$124,667	\$498,669
		Bryant University	STEP Project Director			
		1150 Douglas Pike	Phone: 401- 232-6525			
		Smithfield, RI 02917	<a href="mailto:lwoulfe@bryant.edu">lwoulfe@bryant.edu</a>			
		<a href="http://www.bryant.edu/about/centers-and-institutes/john-h.-chafee-center-for-international-business/">http://www.bryant.edu/about/centers-and-institutes/john-h.-chafee-center-for-international-business/</a>				





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FY 2018 (Year7) Awardees

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38	South Carolina	South Carolina Department of Commerce 1201 Main Street, Suite 1600 Columbia SC 29201 <a href="http://sccommerce.com/sc-business-network/export-services">http://sccommerce.com/sc-business-network/export-services</a>	Norris Thigpen STEP Project Director Phone: (803) 737-0598 <a href="mailto:nthigpen@SCcommerce.com">nthigpen@SCcommerce.com</a>	\$360,400	\$120,133	\$480,533
39	Tennessee	Tennessee Department of Economic & Community Development 312 Rosa L. Parks Avenue, 27th Floor Nashville, Tennessee 37243 <a href="http://www.tnecd.com">www.tnecd.com</a>	Leslee T. Alexander STEP Project Director Phone: 615-483-7293 <a href="mailto:leslee.alexander@tn.gov">leslee.alexander@tn.gov</a>	\$150,000	\$50,000	\$200,000
40	Texas	Texas Department of Agriculture 1700 North Congress Avenue, 11th Floor P.O. Box 12847 Austin, TX 78711 <a href="http://www.texasagriculture.gov/">http://www.texasagriculture.gov/</a>	Mindy Fryer STEP Project Director Phone: 512-463-6908 <a href="mailto:Mindy.Fryer@TexasAgriculture.gov">Mindy.Fryer@TexasAgriculture.gov</a>	\$600,000	\$323,076	\$923,076
41	Utah	Utah World Trade Center Corporation 60 East South Temple, Suite 300 Salt Lake City, UT 84111 <a href="http://business.utah.gov/partners/wtcutah/">http://business.utah.gov/partners/wtcutah/</a>	Nicole Sherwood STEP Project Director Phone: 801- <a href="mailto:nsherwood@wtcutah.com">nsherwood@wtcutah.com</a>	\$300,000	\$100,000	\$400,000
42	Vermont	Agency of Commerce & Community Development National Life Building, 6th Floor Montpelier, VT 05620-0501 <a href="http://accd.vermont.gov/economic-development/programs/international-trade/grants">http://accd.vermont.gov/economic-development/programs/international-trade/grants</a>	Katie Corrigan STEP Project Director Phone: (802) 272-1420 <a href="mailto:Katie.corrigan@vermont.gov">Katie.corrigan@vermont.gov</a>	\$306,420	\$102,140	\$408,560
43	Virgin Islands	United States Virgin Islands Economic Development Authority 8000 Nisky Shopping Center, Suite 620 St. Thomas, Virgin Island 00802 <a href="http://www.usvieda.org">www.usvieda.org</a>	Nadine Marchena Kean STEP Director Phone: (340) 714-1700 <a href="mailto:NMARCHENA@usvieda.org">NMARCHENA@usvieda.org</a>	\$150,000	\$0	\$150,000
44	Virginia	Virginia Economic Development Partnership (VEDP) One James Center 901 E. Cary Street, Suite 900 Richmond, Virginia 23219 <a href="http://www.exportvirginia.org/services/programs-grants">www.exportvirginia.org/services/programs-grants</a>	Monica Sadie STEP Project Director Phone: 804-545-5763 <a href="mailto:msadie@yesvirginia.org">msadie@yesvirginia.org</a>	\$200,000	\$66,667	\$266,667
45	Washington	Washington State Department of Commerce 2001 6th Avenue Suite 2600 Seattle, WA 98121-2895 <a href="http://www.exportwashington.com/programs-and-services/export-grant-loan/step-grant/Pages/default.aspx">http://www.exportwashington.com/programs-and-services/export-grant-loan/step-grant/Pages/default.aspx</a>	Mary Ferguson STEP Project Director Phone: (206) 256-6130 <a href="mailto:mary.ferguson@commerce.wa.gov">mary.ferguson@commerce.wa.gov</a>	\$750,000	\$403,845	\$1,153,845



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46	West Virginia	West Virginia Department of Commerce dba WV Development Office 1900 Kanawha Boulevard, East, Building 6 Room 553 Charleston, West Virginia 25305 <a href="http://www.westvirginia.gov/step.html">http://www.westvirginia.gov/step.html</a>	Enybe Diaz Valenzuela STEP Project Director Phone: (304) 957-2018 <a href="mailto:Enybe.Diaz@wv.gov">Enybe.Diaz@wv.gov</a>	\$250,000	\$83,333	\$333,333
47	Wisconsin	Wisconsin Economic Development Corporation 201 West Washington Ave. Madison, WI 53073 <a href="http://inwisconsin.com/export/assistance/global-business-development-program/">http://inwisconsin.com/export/assistance/global-business-development-program/</a>	Monica Wahlberg STEP Project Director Phone: 608-210-6734 <a href="mailto:Monica.wahlberg@wedc.org">Monica.wahlberg@wedc.org</a>	\$300,000	\$100,000	\$400,000

Total

\$18,000,000

**About the U.S. Small Business Administration**

The U.S. Small Business Administration makes the American dream of business ownership a reality. As the only go-to resource and voice for small businesses backed by the strength of the federal government, the SBA empowers entrepreneurs and small business owners with the resources and support they need to start, grow or expand their businesses, or recover from a declared disaster.

It delivers services through an extensive network of SBA field offices and partnerships with public and private organizations. To learn more, visit [www.sba.gov](http://www.sba.gov).